

UNILEVER
Fourth Quarter 2003

Change in Volume, Price, Acquisition/Disposal and Sales

| Q4 2003 | Europe | North America | Africa & Middle East | Asia & Pacific | Latin America | Total |
|------------------|--------------|---------------|----------------------|----------------|---------------|--------------|
| Volume | (1.2) | (4.5) | 5.0 | (0.1) | (3.2) | (1.7) |
| Price | (0.1) | 0.9 | 1.4 | 0.9 | 5.9 | 1.2 |
| Underlying Sales | (1.3) | (3.7) | 6.4 | 0.8 | 2.5 | (0.5) |
| Acq./Disp. | (4.8) | (2.3) | (3.6) | (1.2) | (2.1) | (3.1) |
| Sales | (6.0) | (5.8) | 2.6 | (0.4) | 0.3 | (3.6) |

| Cum | Europe | North America | Africa & Middle East | Asia & Pacific | Latin America | Total |
|------------------|--------------|---------------|----------------------|----------------|---------------|--------------|
| Volume | 0.4 | (3.3) | 5.0 | 3.5 | (2.2) | (0.0) |
| Price | 0.3 | 0.2 | 2.3 | 0.2 | 10.5 | 1.5 |
| Underlying Sales | 0.6 | (3.1) | 7.4 | 3.7 | 8.1 | 1.5 |
| Acq./Disp. | (4.9) | (3.9) | (2.2) | (1.0) | (2.9) | (3.6) |
| Sales | (4.3) | (6.8) | 5.1 | 2.7 | 5.0 | (2.2) |

Change in Operating Margin BEIA and Advertising & Promotions
Basis points increase/(decrease) as a percentage of sales

| Q4 2003 | Europe | North America | Africa & Middle East | Asia & Pacific | Latin America | Total |
|----------------|--------|---------------|----------------------|----------------|---------------|-------|
| Margin BEIA | 260 | 610 | 640 | 180 | 250 | 350 |
| A&P change | (90) | (310) | (80) | (120) | (170) | (160) |
| Cum | Europe | North America | Africa & Middle East | Asia & Pacific | Latin America | Total |
| Margin BEIA | 250 | 40 | 250 | 20 | 10 | 120 |
| A&P change | 50 | (30) | (40) | 40 | 60 | 20 |